



March 13, 2019

## VW delivers fewer vehicles but gains market shares

- In February, worldwide deliveries fall by 2.2 percent compared with the previous year to 398,100 vehicles
- Volkswagen wins market shares throughout the world in a shrinking overall market
- Deliveries up in Germany, Europe and South America, and down in North America
- Market share in China increased despite a fall in deliveries
- Sales Board Member Jürgen Stackmann: "I am confident that 2019 will again be a successful year for our brand."

Wolfsburg – In February, the Volkswagen brand delivered 398,100 vehicles throughout the world, 2.2 percent fewer than in February 2018. In an overall market which shrank even more strongly, Volkswagen was able to gain market shares throughout the world. The brand delivered more cars in Germany (+3.4 percent), Europe (+1.8 percent) and South America (+45.6 percent). Falls in deliveries were recorded in North America (-4.2 percent) and China (-8.8 percent). In China too, the brand won further market shares despite strong shrinkage in the overall market.

Volkswagen Sales Board Member Jürgen Stackmann: "Volkswagen has made a solid start to the new year. The brand is developing better than the overall market and we continue to win market shares. It is gratifying to note that this is also the case in China. The situation there remains the greatest uncertainty for our business this year. Nevertheless, in view of our well-filled order books and our upcoming new models, I am confident that 2019 will again be a successful year for our brand."

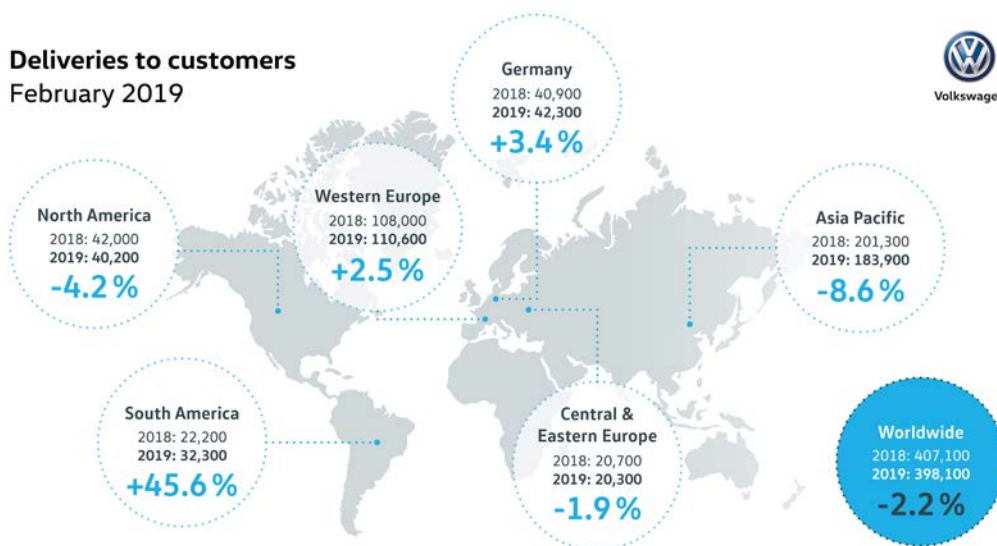
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Deliveries in the regions and markets in **February** developed as follows:

- In **Europe**, the Volkswagen brand delivered 130,900 vehicles, 1.8 percent up on the same month last year. The situation in **Western Europe** in February was also positive. All in all, Volkswagen delivered 110,600 vehicles here, corresponding to an increase of 2.5 percent compared with the previous year. In the UK, sales grew especially strongly, with a rise of 16 percent.
- In its home market of **Germany**, the Volkswagen brand also completed February with growth in sales which was stronger than the overall market: 42,300 new Volkswagen vehicles were handed over to customers, 3.4 percent up on the same month of the previous year. The Tiguan family with 5,700 deliveries, the Polo with 5,400 deliveries and the new T-Roc with more than 4,500 deliveries developed especially positively.
- In **Central and Eastern Europe** on the other hand, there was a slight fall. In February, Volkswagen handed 20,300 vehicles over to customers, down 1.9 percent on the prior-year month. Once again, **Russia** proved to be an especially strong market for Volkswagen. Here, the brand handed 7,300 vehicles (+3.9 percent) over to customers.
- In **North America**, Volkswagen handed over a total of 40,200 vehicles to customers, corresponding to a decline of 4.2 percent compared with February 2018. In the **USA**, Volkswagen recorded a drop of 3.6 percent, with 25,700 vehicles delivered. The brand's bestselling model was the Tiguan, with 8,100 vehicles delivered. SUVs accounted for more than half of the Volkswagen vehicles handed over to customers in February. The new Jetta also continues to sell very well, with



deliveries up by 55 percent. In **Mexico**, the situation remains difficult; deliveries fell by 7.3 percent compared with February 2018.

- The **South America** region remained on track for growth following the slight dip in January. In the region, a total of 32,300 vehicles were delivered in February, up 45.6 percent on the same month last year. This growth is solely due to the largest individual market, **Brazil**. Here, 24,200 customers took delivery of a new vehicle from Volkswagen, representing growth of 143.3 percent. The reason for this enormous rise, in addition to the very good performance of the brand, was the changeover to a new internal reporting method for South America. In **Argentina**, the decline in the overall market continued as a result of the tense economic situation. Deliveries by the Volkswagen brand were also affected. 46.9 percent fewer vehicles were handed over to customers than in the prior-year month.
- In the **Asia-Pacific** region, Volkswagen delivered 183,900 vehicles, down 8.6 percent on February 2018. Overall developments were largely determined by the general market situation in **China**, which continues to be tense. Customers there remained reluctant to purchase. Nevertheless, Volkswagen succeeded in expanding its market share, with 172,500 vehicles delivered (-8.8 percent) in February.

### Overview of deliveries by the Volkswagen brand in **February**:

Deliveries to customers by market	Feb 18	Feb 19	Change (%)	Jan-Feb 18	Jan-Feb 19	Change (%)
<b>Europe</b>	128,700	130,900	+1.8%	264,000	262,300	-0.6%
<b>Western Europe</b>	108,000	110,600	+2.5%	225,700	222,900	-1.3%
Germany	40,900	42,300	+3.4%	84,200	81,600	-3.1%
<b>Central and Eastern Europe</b>	20,700	20,300	-1.9%	38,200	39,400	+3.1%
Russia	7,100	7,300	+3.9%	12,700	13,500	+7.0%
<b>North America</b>	42,000	40,200	-4.2%	83,700	78,400	-6.4%
USA	26,700	25,700	-3.6%	51,400	48,800	-5.1%
<b>South America</b>	22,200	32,300	+45.6%	59,800	69,300	+15.9%
Brazil	10,000	24,200	+143.3%	33,800	50,600	+49.8%
<b>Asia-Pacific</b>	201,300	183,900	-8.6%	509,500	483,000	-5.2%
China incl. HK	189,100	172,500	-8.8%	486,100	460,500	-5.3%
<b>Worldwide</b>	407,100	398,100	-2.2%	940,600	913,700	-2.9%



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#### **About the Volkswagen brand:**

The Volkswagen Passenger Cars brand is present in more than 150 markets throughout the world and produces vehicles at over 50 locations in 14 countries. In 2017, Volkswagen delivered 6,24 million vehicles including bestselling models such as the Golf, Tiguan, Jetta or Passat. Currently, 195,878 people work for Volkswagen across the globe. The brand also has over 10,000 dealerships with 86,000 employees.

Volkswagen is forging ahead consistently with the further development of automobile production. E-mobility, smart mobility and the digital transformation of the brand are the key strategic topics for the future.

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